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300 advisors, $28.3B in client assets: The largest IBD moves of 2020

By Mary Gallagher | December 30, 2020 6:12 AM

As financial advisors and wealth management executives well know, the movement of practices from independent broker-dealers to registered investment advisory firms continued to gather steam in the figure-filled business. Out of over 250 recruiting moves announced in the radio channel this year, Financial Planning compiled a ranking of the 17 biggest in terms of client assets.

The below list spans more than 300 advisors who managed some $28.3 billion with their prior firms before switching their IBD affiliations or stepping down to go full-time. LPL Financial, the nation's largest IBD, ranks first on the list with 15 teams, including the firm's most-talked-about office of supervision jurisdiction into the fold, the other first-ever team of the year and one of the 17.

On the other hand, IBD platform providers like Dynasty Financial Partners and Fusion Financial Partners drew less practice-level attention than eight otherwise-have-spoked for incumbent IBDs like LPL, Raymond James Financial Services or Wells Fargo Advisors Financial Network. Another one of the largest enterprises to land in 2020 dropped their IBD registrations altogether.

Where it counts by raising side of the deal, firms of all sizes took advantage of market losses and extraordinary years and, in 2020, LBS and Advisor Group's Securities America — which changed hands in a private equity harbor FS Lindsey acquisition in February — rank with three of the largest losses trading indie stocks. Three other firms had two spices.

The above stations represent the largest transfers FP learned via review of company announcements. The list includes moves out of the IBD sector, as well as those involving so-called hybrids IBDs that service only small portions of advisors' books business. Other moves may have escaped FP's notice.

Another important note: the client assets listed here are those that the broker-dealers have reported to their clearinghouses as being in the hands of their reps. Some firms include short-always-outside complexity, and the amounts may be subject to rounding. Also, the data comes from FINRA Broker Check, so moves that are announced but not completed don't make the cut.

Scroll down our slideshow to view the largest recruiting moves of 2020 trending IBDs.

LPL's recruited client assets jump 23%

12. Equitrust Financial Group

Client assets: $800 million

Location: Deerfield, Illinois

Advisors: Steven Hisham, Charles Nagamachi, Pete Rivers, Joshua Nagamachi and Gail Crowley

Date of move: June 30

Previous IBD: Securities America's Advisor Group

New IBD: LPL Financial

Remarks: The latest IBA practice dropped Securities America after 20 years, following Advisor Group's acquisition of the former Ladenburg Thalmann IBDs.

Raymond James headcount expands 3% to record 8,239 financial advisors

11. (tie) Rosemont Financial Group

Client assets: $900 million

Location: Albany, New York

Advisors: Steven Hosmary, Paul Colucci, David Ferrugiero, Christopher Colbert, Cody Wojcicki, Judith Dodd, Alexis Palangas, Joseph Turn, Christopher Clancy, Lorraine Roth, and Christopher Hannan

Date of move: Nov. 1

Previous IBD: Cambridge Investment Research

New IBD: LPL Financial

Remarks: The 12-advisor practice had been eight years affiliated with Cambridge before moving to LPL and its corporate RIA.

Ladenburg acquisition boosts Advisor Group's annual revenue above $3B

10. Pacific Capital Resource Group

Client assets: $975 million

Location: Bellevue, Washington

Advisors: Co-founder Kurt Lorenzen and 19 other advisors

Date of move: Oct. 30

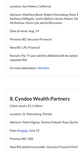
Previous IBD: Kestra, Tweedmark & Ward

New IBD: Royal Alliance Associates (Advisor Group)

Remarks: After suffering revolving losses in the wake of its $1.3 billion acquisition of Ladenburg Thalmann, Advisor Group added its largest incoming enterprise of the year.

For more information, click here.

Berger Financial Group has more than $975M in AUM



Source: SEC Form ADV, October 2020

9. (tie) Berger Financial Group

Client assets: $1 billion

Location: Plymouth, Minnesota

Advisors: Nick Berea, Lars Berger, Mark Berger, April Bartschlader and 12 other advisors

Date of move: July 31

Previous IBD: Cambridge Investment Research

New IBD: Purshe Kaplan Sterling Investments

Remarks: Berger Financial Group crossed the billion-dollar AUM mark after ending its relationship of nearly 20 years with Cambridge Investment Research this past summer, according to Bob Brookins, an analyst at the firm's corporate affiliate.

For more information, click here.

9. (tie) Tagge Rutherford Financial Group

Client assets: $1 billion

Location: Omaha, Nebraska

Advisors: Scott Hansel, Mineko Peterson, Chad Peterson, Adam Bubba, Nate Eide and 10 other advisors

Date of move: Aug. 28

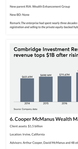
Previous IBD: Cetera Advisors

New IBD: LPL Financial

Remarks: LPL integrated technology and wait-charting capabilities drew Peterson and Bubba partners.

For more information, click here.

Kestra Financial's annual revenue has grown 26% in the past five years



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COMPENSATION

Morgan Stanley makes small tweaks to advisor pay PREMIUM

Like its largest rivals, the wirehouse kept grids at par after a tumultuous 2020.

By **Andrew Welsch**

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ENFORCEMENT ACTIONS

Robinhood accused of violating Massachusetts fiduciary rule

The state's securities regulator claims the popular app uses "gamification" to manipulate customers and fails to prevent frequent outages on its trading platform, among other misconduct.

By **Ryan W. Neal**

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CUSTODY BANKS

Northern Trust, Fidelity join small club managing crypto assets

They're among a handful of companies willing to hold clients' digital assets for safekeeping. Many of their peers balk at the reputational and financial risks.

By **Penny Crosman**

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Why MassMutual is buying a cash management fintech for RIAs

With 350 firms on its client roster, the acquisition of Flourish gives the insurer a springboard into the independent advisor market.

By **Ryan W. Neal**

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PRACTICE MANAGEMENT

Voices: 6 must-have books for the growth-minded advisor

"I diverged from the generic 'dialing for dollars' path to advancement and set out to learn from entrepreneurs and leaders from books," writes advisor Chip Munn.

By **Chip Munn**

December 16

What's next for advisor pay?

Benefits are an increasingly important part of the mix for RIAs while IBDs are looking to take a page from their smaller competitors' playbook.

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